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UNITED STATES

SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549

# ANNUAL AUDITED REPORT FORM X-17A-5 PART III



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#### **FACING PAGE**

Information Required of Brokers and Dealers Pursuant to Section 17 of the Securities Exhange Act of 1934 and Rule 17a-5 Thereunder

MM/DD/		_AND ENDINGJ	MM/DD/YY
A. REGISTRANT	DENTIFICA	ATION	
NAME OF BROKER-DEALER: M. Hadley Securiti	es, Inc.		OFFICIAL USE ONLY
ADDRESS OF PRINCIPAL PLACE OF BUSINESS: (Do n	ot use P.O. Box	: No.)	FIRM I.D. NO.
1700 California Street, Suite 335			
(No.	and Street)		
San Francisco, CA 94109			
(City)	(State)		(Zip Code)
NAME AND TELEPHONE NUMBER OF PERSON TO CO Chek Tan, CPA	NTACT IN RE	GARD TO THIS RE	EPORT (415) 673-8573
			(Area Code - Telephone Number
B. ACCOUNTANT	<b>IDENTIFIC</b>	ATION	· ·
INDEPENDENT PUBLIC ACCOUNTANT whose opinion in Chek Tan & Company, A Certified Public		•	
(Name - if individ	lual, state last, firs	t, middle name)	
1670 Pine Street, 2nd Flr., San Francis	sco, CA 941	09	
(Address) (City)		(State)	(Zip Code)
CHECK ONE:			0000
☑ Certified Public Accountant		•	PROCESSED
☐ Public Accountant			SEP 1 1 2002
☐ Accountant not resident in United States or an	y of its possess	sions.	THOMSON
FOR OFFIC	IAL USE ONL	Y	FINANCIAL

\*Claims for exemption from the requirement that the annual report be covered by the opinion of an independent public accountant must be supported by a statement of facts and circumstances relied on as the basis for the exemption. See Section 240.17a-5(e)(2)

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SEC 1410 (05-01)

# OATH OR AFFIRMATION

I, Chek Tan	, swear (	or affirm) the	it, to the best	of my kno	wledge and
belief the accompanying financial statement M. Hadley Securities, Inc.		· .	pertaining		
June 30 ,200	)2 , are true ar	nd correct. I f	urther swear (	or affirm)	that neither
the company nor any partner, proprietor, principal officer of					
as that of a customer, except as follows:	, p	<b>,</b> , , , , , , , , , , , , , , , , , ,	,		
none					
	·····	·····		<del></del>	<del></del>
My Comm. Expires Oct 13, 2002	96h	eh (	I con	·	
₹ teses   You'd Public - California ₹ 2an Francisco County	• •	Signati	ire		•
September 1 196488			• .		
DARNELA BROADEN		Owner		<del></del>	-
- Janasanana		Title		•	
Man oll a lon and one			•		
1 xan al mark					
Notary Public					
This report ** contains (check all applicable boxes):					
(a) Facing Page.					
(a) Fueling Fuge.  (b) Statement of Financial Condition.					
(c) Statement of Income (Loss).					
(d) Statement of Changes in Financial Condition.					
(e) Statement of Changes in Stockholders' Equity or	Partners' or Sole P	roprietors' C	apital.		
(f) Statement of Changes in Liabilities Subordinated		•			
(g) Computation of Net Capital.					
(h) Computation for Determination of Reserve Requi	rements Pursuant t	o Rule 15c3-	3.		
(i) Information Relating to the Possession or Control					
(j) A Reconciliation, including appropriate explanati				Rule 15c3	-3 and the
Computation for Determination of the Reserve Re	•		-		
(k) A Reconciliation between the audited and unaudit				spect to m	ethods of
consolidation.				-	
(1) An Oath or Affirmation.	•				
(m) A copy of the SIPC Supplemental Report.					
(n) A report describing any material inadequacies foun	d to exist or found t	o have existed	d since the date	e of the pre	vious audit.

\*\*For conditions of confidential treatment of certain portions of this filing, see section 240.17a-5(e)(3).

M. HADLEY SECURITIES, INC. FINANCIAL REPORT YEAR ENDED JUNE 30, 2002

# M. HADLEY SECURITIES, INC. FINANCIAL REPORT YEAR ENDED JUNE 30, 2002

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#### INDEPENDENT AUDITOR'S REPORT

Mr. Malcolm H. Gissen M. Hadley Securities, Inc.

I have audited the accompanying balance sheet of M. Hadley Securities, Inc. (a California corporation) as of June 30, 2002, and the related statements of income and retained earnings, and cash flows for the year then ended. These financial statements are the responsibility of the Company's management. My responsibility is to express an opinion on these financial statements based on my audit.

I conducted my audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that I plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. I believe that my audit provides a reasonable basis for my opinion.

In my opinion, the financial statements referred to above present fairly, in all material respects, the financial position of M. Hadley Securities, Inc. as of June 30, 2002, and the results of its operations and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

My audit was made for the purpose of forming an opinion on the basic financial statements taken as a whole. The information included in the accompanying supplemental schedules on pages 9-13 are presented for the purposes of additional analysis and are not required parts of the basic financial statements. Such information has been subjected to the auditing procedures applied in the audit of the basic financial statements and, in my opinion, is fairly stated in all material aspects in relation to the basic financial statements taken as a whole.

San Francisco, California August 15, 2002

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# M. HADLEY SECURITIES, INC. BALANCE SHEET JUNE 30, 2002

# **ASSETS**

Current assets	
Cash	\$13,125
Restricted cash – money market fund	10,186
Commission receivable	1,491
Prepaid income taxes	5,541
Deferred income taxes	<u>718</u>
Total assets	\$ <u>31.061</u>
LIABILITIES AND STOCKHOLI	DER'S EQUITY
Current liabilities	
Income tax payable	\$ 22
Accrued expenses	4,000
Total liabilities	4,022
Stockholder's equity	
Common stock (\$1 par value, 1,000,000 shares authorize	ed:
2,000 shares issued and outstanding)	2,000
Retained earnings	<u>25,039</u>
Total stockholder's equity	<u>27,039</u>
Total liabilities and stockholder's equity	\$ <u>31,061</u>

# M. HADLEY SECURITIES, INC. STATEMENT OF INCOME AND RETAINED EARNINGS YEAR ENDED JUNE 30, 2002

Commission income	\$ 31,309
Operating expenses    Accounting expenses    Commissions    Consulting fees    Dues and subscriptions    Miscellaneous    Penalties	6,210 21,744 3,600 1,487 2,216 1,802
Total operating expenses	<u>37,059</u>
Loss from operations	(_5,750)
Other income Interest income	93
Total other income	93
Loss before income taxes	( 5,657)
Provision for income taxes	(30)
Net loss	( 5,687)
Retained earnings - July 1, 2001	30,726
Retained earnings - June 30, 2002	\$ <u>25,039</u>

(3)

# M. HADLEY SECURITIES, INC. STATEMENT OF CASH FLOWS YEAR ENDED JUNE 30, 2002

Cash flows from operating activities  Net loss	\$( 5,687)
Adjustments to reconcile net loss to net cash used in operating activities:	, , , , , , , , , , , , , , , , , , ,
Deferred income taxes	(
Net cash used in operating activities before changes in operating assets and liabilities	(_6,457)
(Increase) decrease in operating assets:	,
Restricted cash – money market fund	( 93)
Commission receivable	13,511
Prepaid income taxes	120
Increase (decrease) in operating liabilities:	
Commission payable	(10,078)
Income tax payable	(1,578)
Accrued expenses	(200)
Net cash provided by operating assets and liabilities	_1,682
Net cash used in operating activities	(4,775)
Net decrease in cash	( 4,755)
Cash at July 1, 2001	<u>17,900</u>
Cash at June 30, 2002	\$ <u>13.125</u>
Supplemental disclosure:	
Cash paid during the year for income taxes	\$ 4,274

**(4)** 

# M. HADLEY SECURITIES, INC. NOTES TO FINANCIAL STATEMENTS JUNE 30, 2002

## Note 1 - Summary of Significant Accounting Policies

#### a. Organization

M. Hadley Securities, Inc. ('Company') was incorporated on December 29, 1994 in California and obtained a license as a security broker/dealer on June 8, 1995. The Company, located in San Francisco, California, is principally engaged as a registered broker/dealer pursuant to Section 15-b of the Securities Exchange Act of 1934.

#### b. Accounting method

The Company maintains its accounting records on the accrual method of accounting. Securities transactions are recorded on the settlement date except for proprietary transactions which are recorded on trade date.

#### c. Revenue recognition

Commission income is recognized when services are rendered.

#### d. Concentration of credit risk

Financial instruments, which potentially subject the Company to concentration of credit risk, consist primarily of cash. The Company places its cash with creditworthy and high quality financial institutions.

#### e. Commission receivable

Bad debts are provided on the allowance method based on historical experience and management's evaluation of outstanding commission receivable at the end of the year. Any bad debts are written off and expensed in the period such amounts are determined to be uncollectible. At June 30, 2002, management believes that all commission receivable are collectible and accordingly, no allowance for doubtful debts is required.

#### f. Income taxes

Income taxes are provided using promulgated rates. Deferred income taxes are calculated based on an asset and liability approach to financial accounting and reporting for income taxes. Deferred income tax assets and liabilities are computed annually for differences between the financial statement and tax basis of assets and liabilities that will result in taxable or deductible amounts in the future based on enacted tax laws and rates applicable to the periods in which the differences are expected to affect taxable income. Valuation allowances are established when necessary to reduce deferred tax assets to the amount expected to be realized. Income tax expense is the tax payable or refundable for the period plus or minus the

# M. HADLEY SECURITIES, INC. NOTES TO FINANCIAL STATEMENTS JUNE 30, 2002

# Note 1 - Summary of Significant Accounting Policies (continued)

#### f. Income taxes (continued)

change during the period in deferred tax assets and liabilities. Deferred income taxes arise mainly from the temporary differences resulting from the method of accounting for income and expenses, and current State income tax expense.

#### g. Use of accounting estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

#### Note 2 - Restricted Cash

The Company maintains funds in a restricted money market account in order to meet the minimum net capital requirements pursuant to SEC Rule 15c3-1.

#### Note 3 - Provision for Income Taxes

Deferred income taxes reflect the net tax effects of temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for income tax purposes. Significant components of the Company's deferred tax assets and liabilities for Federal and State income taxes are as follow:

	<u>Federal</u>	<u>State</u>	
Commission receivable	\$(1,491)	\$(1,491)	
Accrued expenses	4,000	4,000	
Current year State income tax expense	800	0	
Total temporary differences	3,309	2,509	
	•		<u>Total</u>
Applicable taxes (based on			
15.00% Federal and 8.84% State)	496	222	\$ 718
Less: Valuation allowances (0%)	(_0)	(_0)	(_0)
Net deferred tax assets	\$ <u>496</u>	\$ <u>222</u>	\$ <u>718</u>

# M. HADLEY SECURITIES, INC. NOTES TO FINANCIAL STATEMENTS JUNE 30, 2002

# Note 3 - Provision for Income Taxes (continued)

At June 30, 2002, the provision for income taxes consisted of the following:

	<u>Federal</u>	<u>State</u>	<u>Total</u>
Current expenses Deferred benefits	\$ 0 (484)	\$ 800 (286)	\$ 800 ( <u>770</u> )
	\$( <u>484</u> )	\$ <u>514</u>	\$ <u>_30</u>

Based on management's assessment of future earnings, the total tax benefits from deferred tax assets will be realized in the future years. Accordingly, no additional valuation allowance was provided.

# Note 4 - Net Capital Requirements

The Company is subject to the Securities and Exchange Commission Uniform Net Capital Rule [Rule 15c3-1(2)], which requires the maintenance of minimum net capital not less than \$5,000 for those who do not carry accounts of, or for, customers and who conduct their business in accordance with the Rule 15c3-1(2). At June 30, 2002, the Company's net capital was \$20,576.

#### Note 5 - Related Party Transactions

For the year ended June 30, 2002, the Company had the following transaction with its stockholder, Malcolm H. Gissen. The transaction included commission paid to the above-mentioned party.

Commission expense

\$20,000

## Note 6 - Major Revenue and Customers

The Company generates all of its revenues from its securities brokerage services activities.

The Company provided about 65% of its securities brokerage services to two major customers and at June 30, 2002, there were no amounts due from these companies.

SUPPLEMENTAL SCHEDULES

# M. HADLEY SECURITIES, INC. NET CAPITAL COMPUTATION JUNE 30, 2002

Total assets	\$ 31,061
Less: Total liabilities	(4,022)
Total stockholder's equity	27,039
Non-allowable assets Prepaid income taxes Deferred income taxes	( 5,541) ( <u>718</u> )
Total non-allowable assets	( <u>6,259</u> )
Net capital before haircuts	20,780
Haircuts on proprietary securities positions (2% of money market fund)	(_204)
Net capital	\$ <u>20,576</u>
Net capital in excess of minimum requirement of \$5,000	\$ <u>15,576</u>

# M. HADLEY SECURITIES, INC. RECONCILIATION OF THE COMPUTATION OF NET CAPITAL AND MATERIAL DIFFERENCES BETWEEN AUDITED FINANCIAL SCHEDULE AND UNAUDITED FOCUS PART II-A JUNE 30, 2002

There is a difference of \$2,533 between computation of net capital under SEC Rule 15c3-1 and the unaudited focus part II-A.

Net capital per unaudited focus part II-A	${\sf A}_{\scriptscriptstyle 1}$	\$ <u>18,043</u>
Adjustments:		
Commission receivable		1,491
Income tax payable		778
Accrued expenses		200
Deferred income taxes		64
Total adjustments		2,533
Net capital per audited schedule		\$ <u>20,576</u>

# M. HADLEY SECURITIES, INC. STATEMENT ON MATERIAL INADEQUACIES YEAR ENDED JUNE 30, 2002

There were no material inadequacies found to exist in its operation for the year ended June 30, 2002.

# M. HADLEY SECURITIES, INC. RECONCILIATION OF AUDITED AND UNAUDITED INCOME STATEMENT YEAR ENDED JUNE 30, 2002

Loss per unaudited statement (focus part II-A)	\$( <u>8,806</u> )
Adjustments:	
Commission income	1,491
Accounting expenses	200
Miscellaneous	(1,994)
Penalties	(1,802)
Provision for income taxes	<u>5,224</u>
Total adjustments	<u>3,119</u>
Loss per audited statement	\$( <u>5,687</u> )

# M. HADLEY SECURITIES, INC. STATEMENT OF MATERIAL DIFFERENCES BETWEEN AUDITED AND UNAUDITED SCHEDULES FILED BY BROKER OR DEALER RULE 17A-5(a) PART II-A JUNE 30, 2002

	,	Audited Schedules	Unaudited Schedules	Difference
Accrued expenses	(a)	\$ 4,000	\$ 4,200	\$( 200)
Commission receivable	(b)	1,491	0	1,491
Deferred income taxes	(c)	718	( 52)	770
Income tax payable	(d)	22	800	( 778)
Prepaid income taxes	(e)	5,541	5,661	( 120)
Retained earnings	<i>y</i> (f)	25,039	21,920	3,119

### Explanations:

- (a) Accrued expenses were adjusted to record expenses incurred in the current year.
- (b) Commission receivable was adjusted to reflect actual commission income earned during the year.
- (c) Deferred income taxes were adjusted to reflect the differences of accounting methods used for book and taxes purposes.
- (d) Income tax payable was adjusted to reflect actual tax liability.
- (e) Prepaid income taxes were adjusted to reflect the actual prepayments per tax returns.
- (f) Retained earnings were adjusted due to net loss incurred for the year.